



KEURIG RECOMMENDED BEVERAGE ASSORTMENT

Expertly roasted & responsibly sourced **single-serve** hot and iced coffee, tea, cocoa & specialty beverages

OPTIMAL MERCHANDISING ASSORTMENT

NATIONAL BEST SELLERS

LIGHT



24ct ODP Item # 864750
96ct ODP Item # 5589128

MEDIUM



24ct ODP Item # 464025
96ct ODP Item # 3862729

DARK



22ct ODP Item # 147017
40ct ODP Item # 9553046

FLAVORED



22ct ODP Item # 3544254

DECAF



24ct ODP Item # 8193769

TEA



24ct ODP Item # 864743
96ct ODP Item # 132289

COCOA



22ct ODP Item # 5931797
44ct ODP Item # 7607739

SPECIALTY



20ct ODP Item # 349394

TRENDING CATEGORIES



REFRESHERS

20ct ODP Item # 5962138



COLD BREW

20ct ODP Item # 7078323



DE&I

20ct ODP Item # 5458886

Refreshers target younger consumers (63% of Gen Z who are not drinking coffee yet)*

1 in 5 consumers drank cold brew in the past week*

Fair Trade, 100% Arabica Beans Black Owned (Certified B Corporation®)

Source: *Starbucks Crest® NPD Data 12ME Mar'23

Source: *Kantar Profiles/Mintel, May 2022 + February 2023

OPTIMAL **VALUE** MERCHANDISING ASSORTMENT

VALUE SELECTION

LIGHT



24ct ODP Item # 864750
96ct ODP Item # 5589128

MEDIUM



24ct ODP Item # 464025
96ct ODP Item # 3862729

DARK



24ct ODP Item # 678583

FLAVORED



24ct ODP Item # 864974
96ct ODP Item # 3863395

DECAF



24ct ODP Item # 8193769

TEA



24ct ODP Item # 864743
96ct ODP Item # 132289

COCOA



22ct ODP Item # 5931797
44ct ODP Item # 7607739

SPECIALTY



24ct ODP Item # 101034

BEVERAGE INSIGHTS



45% Of Americans
Drink Tea In
The
Workplace*

Source 1: *Tea Association of the U.S.A. Inc.



40% Of Coffee
Occasions Are
Flavored*

Source 1: *Kantar Worldpanel 2020/2021



40% Of Coffee
Consumers
Drink **Dark
Roast***

Source 3: KIT – Coffee Roast Overview, L52WK Ending 08-01-2020
(Avg HH 52+ pods 52wks, Dark Roast HH 50+ dark roast pods 52wks)



EXPLORE REGIONAL PREFERENCES



EAST COAST FAVORITES



REGIONAL SUBSTITUTIONS

TOP 8 SELLERS

LIGHT



24ct ODP Item # 864750
96ct ODP Item # 5589128

MEDIUM



20ct ODP Item # 5116788

DARK



22ct ODP Item # 8635877
88ct ODP Item # 7388925

FLAVORED



24ct ODP Item # 8366394

DECAF



24ct ODP Item # 837499
96ct ODP Item # 3863359

TEA



24ct ODP Item # 913694
96ct ODP Item # 3862387

COCOA



20ct ODP Item # 5935610

ICED SPECIALTY



20ct ODP Item # 5962138

MORE VARIETIES, MORE BREWS



SEASONAL
24ct ODP Item # 985620

Coffee is the 2nd most sought-after seasonal beverage category*



DARK ROAST
20ct ODP Item # 5292675

With notes of cocoa and bold flavor, Corsica® dark-roasted coffee is the perfect everyday cup

Source: *2022 AYTM Seasonal Coffee Shopping Custom



MIDWEST FAVORITES



REGIONAL SUBSTITUTIONS

TOP 8 SELLERS

LIGHT



24ct ODP Item # 864750
96ct ODP Item # 5589128

MEDIUM



24ct ODP Item # 464025
96ct ODP Item # 3862729

DARK



20ct ODP Item # 5458886

FLAVORED



24ct ODP Item # 8366394

DECAF



24ct ODP Item # 759735

TEA



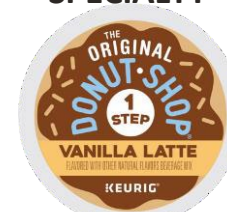
24ct ODP Item # 864743
96ct ODP Item # 132289

COCOA



22ct ODP Item # 5931797
44ct ODP Item # 7607739

SPECIALTY



20ct ODP Item # 349394

BRAND HIGHLIGHT

Available in 5 Varieties!
Light, Medium Dark Roasts & Flavored



For more than 30 years, Caribou Coffee® has been fueling days with freshly brewed, handcrafted drinks and hand-roasted premium coffee beans that encourage people to connect with each other. Life is short. Stay awake for it.®

WEST COAST FAVORITES



REGIONAL SUBSTITUTIONS

TOP 8 SELLERS

LIGHT



24ct ODP Item # 864750
96ct ODP Item # 5589128

MEDIUM



20ct ODP Item # 5116788

DARK



22ct ODP Item # 147017
40ct ODP Item # 9553046

FLAVORED



24ct ODP Item # 6175401

DECAF



24ct ODP Item # 875763

TEA



24ct ODP Item # 913729
96ct ODP Item # 3082268

FAIR TRADE



24ct ODP Item # 864659
96ct ODP Item # 3864205

SPECIALTY/ICED



20ct ODP Item # 5962138

BRAND HIGHLIGHT



REFRESHERS

24ct ODP Item # 5962138



COLD BREW

24ct ODP Item # 8228297

SOUTHERN FAVORITES



REGIONAL SUBSTITUTIONS

TOP 8 SELLERS

LIGHT



24ct ODP Item # 5827089

MEDIUM



24ct ODP Item # 7810784
96ct ODP Item # 8679010

DARK



24ct ODP Item # 561743
96ct ODP Item # 3207568

FLAVORED



24ct ODP Item # 864855

DECAF



24ct ODP Item # 8193769

TEA



20ct ODP Item # 9917906

ICED



20ct ODP Item # 5962138

SPECIALTY



20ct ODP Item # 4348734

BRAND HIGHLIGHT

Available in 5 Varieties!
Medium & Dark Roast



Made by a fourth-generation family-owned company. Sourced with exacting standards and roasted with precision. Developed to support both communities at home and growers abroad.



SEASONALS



FALL SEASONAL K-CUP® PODS



Savor the seasonal flavors of crisp apples, caramel, cinnamon and pumpkin spice.



Dunkin',
Pumpkin Spice | 22ct
ODP Item #: 7830863



Swiss Miss®
Pumpkin Spice Hot Cocoa | 22ct
ODP Item #: 9127061



The Original Donut Shop®
Caramel Apple Pie | 24ct
ODP Item #: 4780226



Mott's®
Hot Apple Cider | 24ct
ODP Item #: 9809700



Green Mountain Coffee Roasters®
Dark Chocolate Hazelnut
24ct ODP Item #: 9066308
96ct ODP Item #: 6055856



Green Mountain Coffee Roasters®
Maple Pecan | 24ct
ODP Item #: 2435819



Green Mountain Coffee Roasters®
Pumpkin Spice | 24ct
ODP Item #: 985620

WINTER SEASONAL K-CUP® PODS



Celebrate the essence of the season and embrace the comforting winter flavors of cinnamon, creamy chocolate and peppermint.



Green Mountain Coffee Roasters®
Holiday Blend | 24ct
ODP Item #: 354983



Dunkin'®
Milk Chocolate Hot Cocoa | 22ct
ODP Item #: 5935610



Swiss Miss®
Reduced Calorie Hot Cocoa | 22ct
ODP Item #: 6332677



Mott's®
Hot Apple Cider | 24ct
ODP Item #: 9809700



Swiss Miss®
Milk Chocolate Hot Cocoa
22ct ODP Item #: 5931797
44ct ODP Item #: 7607739



The Original Donut Shop®
Peppermint Bark | 24ct
ODP Item #: 8458422



Green Mountain Coffee Roasters®
Cinnamon Sugar Cookie | 24ct
ODP Item #: 6481694

SPRING SEASONAL K-CUP® PODS



Green Mountain Coffee Roasters®
Chocolate Dipped Pistachio | 24ct
ODP Item # 7070143



Green Mountain Coffee Roasters®
Island Coconut® | 24ct
ODP Item # 410994



McCafé®
Blueberry Muffin | 24ct
ODP Item # 8129784



McCafé®
Irish Mocha | 24ct
ODP Item # 9608418